



2020

Missile Defense Agency
Office of Small Business Programs
Virtual Conference

Doing Business with the Missile Defense Agency (MDA)



MDA Small Business Programs Conference

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Missile Defense Agency

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Missile Defense

Evolving Threat Environment

Adversaries are fielding diverse and expansive ranges of modern offensive missile systems

- Developing new missiles & improving existing systems
 - Precision strike
 - Penetration aids (e.g. decoys, jamming devices)
- Capable of maneuvering in midcourse or terminal phase
 - Maneuvering Reentry Vehicle (MaRV)
 - Multiple Independent Reentry Vehicle (MIRV)
 - Hypersonic glide vehicles and cruise missiles



North Korea
Hwasong-15 ICBM



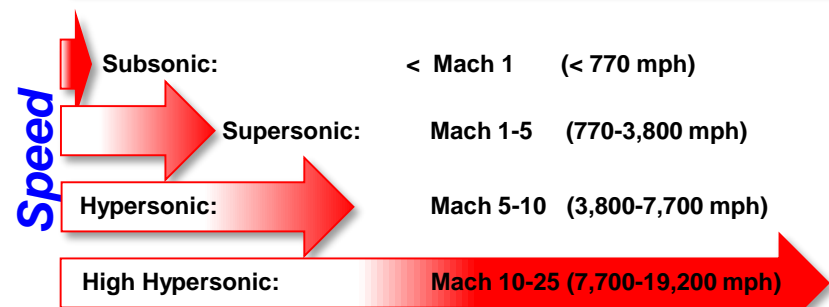
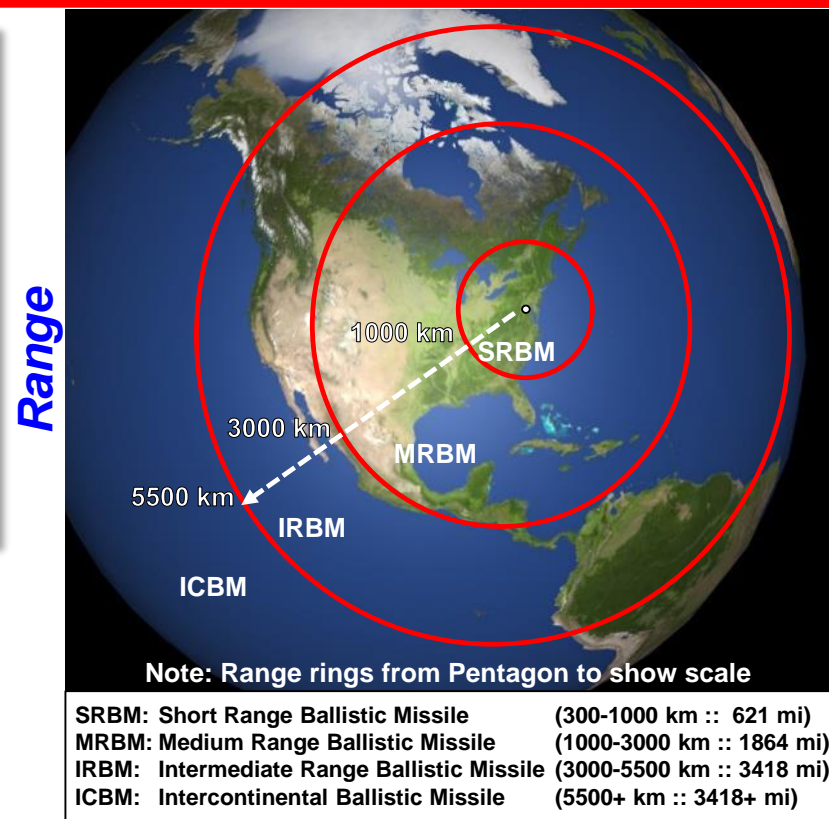
Iran
Emad-1 MRBM with MaRV



China
Dong Feng (DF-26) IRBM



Russia
Concept Hypersonic Glide Vehicle





Missile Defense Agency Mission

To develop and deploy a **layered** Missile Defense System to **defend** the United States, its deployed forces, allies, and friends from missile attacks in **all phases** of flight



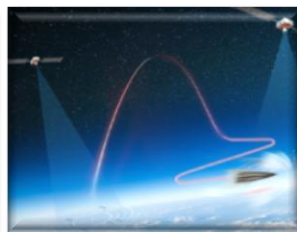
**Missile Defense Capability
Globally Deployed**



Missile Defense Agency Lines of Effort

In Support Of The National Defense Strategy

- Build **Warfighter** confidence through focus on **readiness and sustainment**
- Increase engagement **capability and capacity** to outpace emerging threats
- Increase **speed of delivery** of new capability to address the **evolving threat**

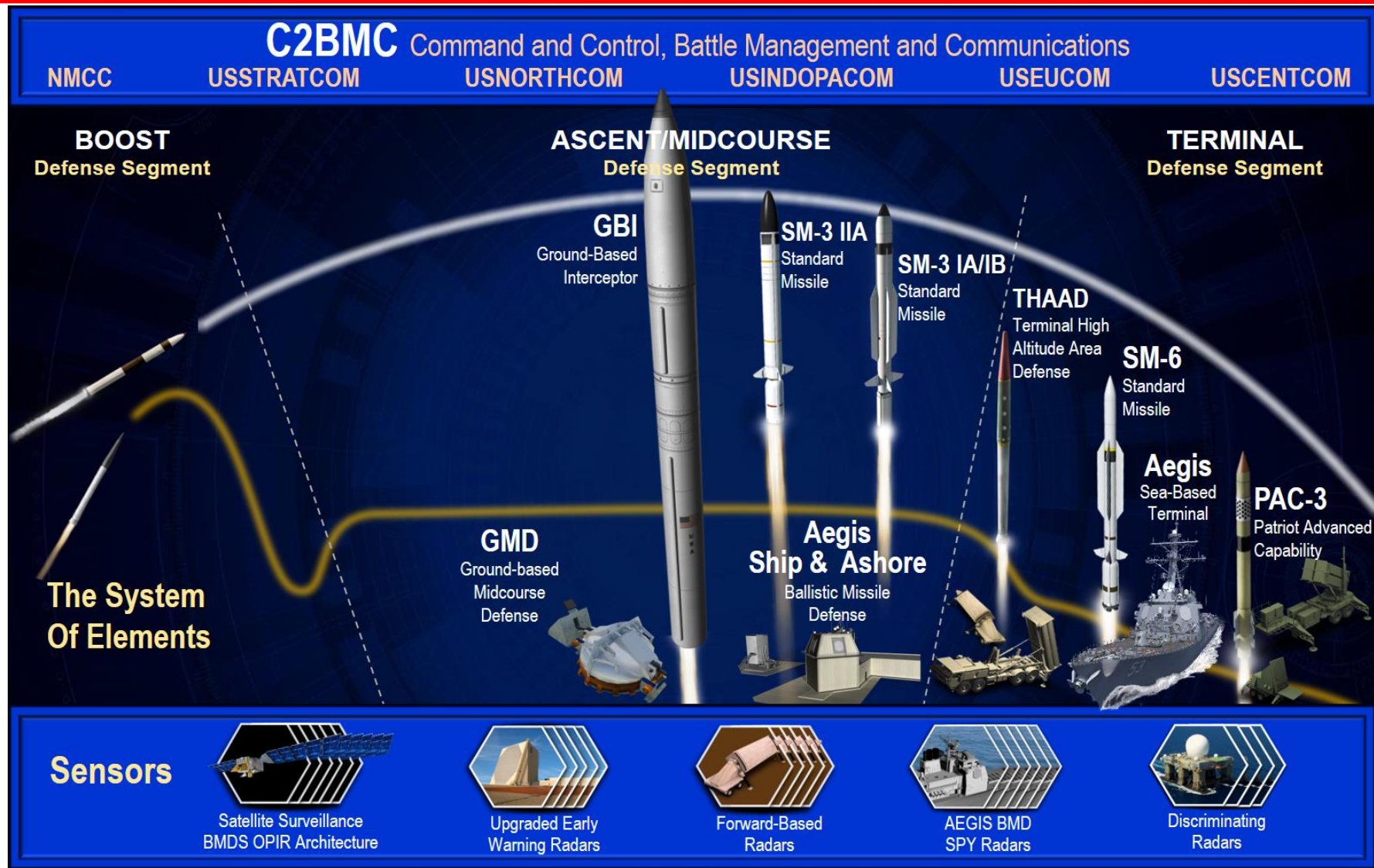


"A robust and credible layered missile defense system paired with our conventional and nuclear force capabilities provides the ability to deter strategic attacks, deny benefits, and impose costs against any potential adversary."

-- Admiral Charles A. Richard, U.S. Strategic Command



Today's Layered Active Missile Defense System





MDA Focus Areas

National Defense Strategy



SECDEF Lines of Effort



USD(R&E) Modernization Priorities

Hypersonics

Fully Networked Command, Control and Communication

Directed Energy

Cyber

Space

Quantum Science

Artificial Intelligence / Machine Learning

Microelectronics

Autonomy

Biotechnology



- Next Generation Interceptor (NGI)
- Homeland Defense Radar-Hawaii (HDR-H)
- Long Range Discrimination Radar (LRDR) Preparations for Initial Operational Capability (IOC)
- Hypersonic Missile Defense (HMD)
- Hypersonic & Ballistic Tracking Space Sensor (HBTSS)
- C2BMC Capability Upgrades
- AEGIS SM-3 Block IIA Development
- AEGIS Ashore Poland
- AEGIS Ashore Japan Foreign Military Sales
- THAAD INDOPACOM
- THAAD FMS
- Ground, Flight, and Cyber Tests
- TEAMS-Next
- Data Analytics



MDA Office of Small Business Programs (OSBP) Mission/Vision

Mission: To facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

Vision: We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting MDA's lines of effort, while effectively advocating for use of small businesses in our procurements.



FY 2020 Small Business Goals/Performance to Date

<u>Category</u>	<u>Goal</u>	<u>Performance</u>	<u>Dollars</u>
Small Business	5.3%	10.79%	\$ 347,831,264.66
<u>Socio-Economic Categories</u>			
Small Disadvantaged Business	1.0%	2.66%	\$ 85,844,949.53
Service-Disabled Veteran-Owned Small Business	0.7%	1.93%	\$ 62,053,429.42
Women-Owned Small Business	0.4%	1.21%	\$ 38,960,436.95
HUBZone Small Business	0.08%	0.39%	\$ 12,449,832.31
Note: Percentage goals above are calculated separately; any small business may be included in more than one category			
Simplified Acquisition Threshold	66%	98.59%	\$ 5,648,157.98

- Socioeconomic goals established by MDA Office of Small Business Programs (OSBP) Director
- Small Business goal established by The Office of the Secretary of Defense (OSD) OSBP
- Simplified Acquisition Threshold performance based on obligations per OSD standards



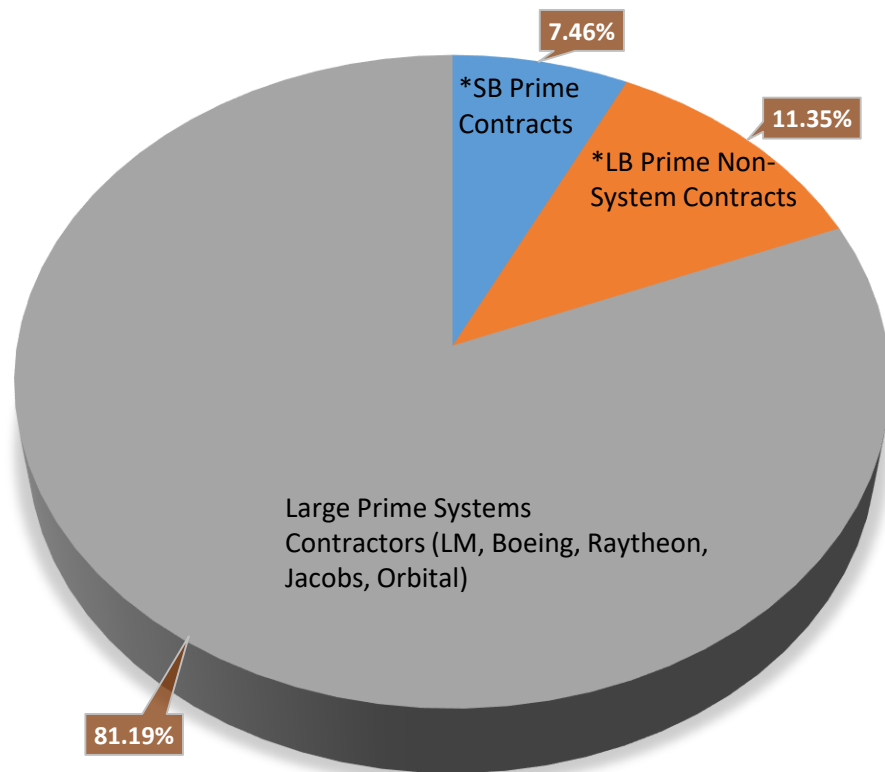
FY 19 Small Business Utilization in MDA (U)

MDA Total Acquisition Dollars*

Small Business Program Objectives

Strengthen the small business industrial base

- Increase use of qualified small businesses to enhance readiness and sustainment
- Maximum use of small businesses to improve quality of products and services; enhancing missile defense engagement capability and capacity to outpace emerging threats
- Increase SBIR/STTR technology transition to speed delivery of new capability addressing evolving missile threats



*Based on FY 19 FPDS-NG and eSRS data as of 1/31/20

\$1.818B Awarded to Small Businesses in FY 2019

- **\$670M in Prime Contracts to Small Businesses**
- **\$1.147B in Subcontracts to Small Businesses**



MDA Marketplace

Advanced Research

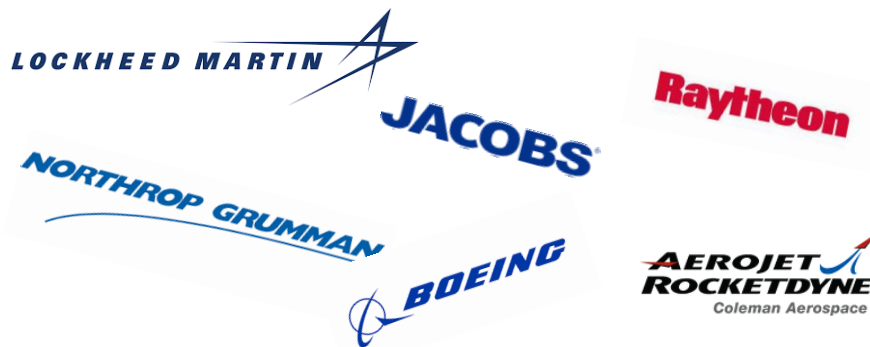
Small Business Innovation Research
Small Business Technology Transfer



Broad Agency Announcements

www.mda.mil/business/SBIR.STTR.programs.html

System Development, Production Fielding and Sustainment



Advisory and Assistance Services



TEAMS-Next Follow-On FY2020

- Systems Engineering
- Logistics
- Strategic Planning
- Financial and Contract Management
- HR, Public Affairs, Cyber Security

Infrastructure Support

Information Technology
Office and Lab Equipment
Facilities Support



beta.SAM.gov

https://www.mda.mil/business/smallbus_programs.html



MDA Advanced Research

- Continual technology insertion into the MDS is critical
- Pursue a broad range of high-risk technologies
 - Capitalize on the innovation and creativity of the Nation's small businesses and universities
 - Develop and transform cutting edge technologies into actual applications for insertion into the MDS
- Advanced Research utilizes the following research vehicles:
 - Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) program
 - Broad Agency Announcements (BAA)
 - Missile Defense Science & Technology Advanced Research (MSTAR) *[universities]*
 - Advanced Technology Innovation (ATI)





System Development, Production Fielding and Sustainment

MDA Requirements	Notice #
Next Generation Interceptor	HQ014720R0001
TEAMS-Next Quality and Mission Assurance	HQ0858-20-R-0002
TEAMS-Next Contracting, Compliance, Cost/Price and Operations (C3PO)	HQ0858-20-R-0001
TEAMS Next Request for Information	CS-2019-0002
Airborne Sensors Program Request for Information	MDA20DTL01
MDA Pilot of the Defense Industrial Base (DIB) enterprise Mission Assurance Support Service (eMASS) System	MDA20CTSPN01
Ground-Based Midcourse Defense	MDA19GMRF102
Hypersonic Defense Regional Glide Phase Weapon System	HQ0854-20-DV-SSN-01
RFI M&S Verification, Validation and Accreditation	MDA20DERFI02
MDA DTR Instrumentation Support Contract (DISC)	HQ0859-20-DSC-RFI
Exportable Command and Control (EC2) Architecture/System	MDA20BCSSN01
Terminal High Altitude Area Defense Advanced Capability Development RFI	MDA19THRFI01
TC Futures RFI	MDA19THRFI01
Threat Hunting for Cybersecurity Assistance Team	19-MDA-9942
Missile Defense Science and Technology Advanced Research (MSTAR) BAA for MDA Advanced Technology	HQ0147-19-S-0001
Advanced Technology Innovation BAA for MDA Advanced Technology	HQ0147-19-S-0002



Advisory and Assistance Services

TEAMS-Next Contracts

Full & Open

SB Set-Aside

Engineering Portfolio

MDS Engineering ~1,020 FTE

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

Advisory, Agency, Analytical Support (A3) ~70 FTE

- On-demand executive-level advisory support

Specialized Engineering Analyses ~145 FTE

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

Intelligence ~29 FTE

- Intelligence Operations
- Counter-Insider Threat

Security Operations ~122 FTE

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

IT / Cyber Portfolio

Cyber Compliance and Risk Management ~70 FTE

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

IT and Cybersecurity Management ~145 FTE

- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

Test & Warfighter Portfolio

Warfighter ~95 FTE

- Warfighter Integration SDVO SB
- Watch Officer Support

Test Support ~295 FTE

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

Professional Services Portfolio

Facilities Life-cycle Mgt ~95 FTE

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

Program Planning and Acquisition ~345 FTE SDVO SB

- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning / War Room / Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

Facilities, Logistics, Environmental ~195 FTE SDVO SB

- Facilities Planning/Policy/Operations
- Logistics/Analysis
- Environmental Management

Quality and Mission Assurance ~145 FTE

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

Safety ~70 FTE

- Safety Support (at all levels)
- Safety Policy/Planning

Agency Operations ~320 FTE

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

Contracting, Compliance, Cost/Price, and Operations (C3PO) ~50 FTE

- Small Business Office Support
- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations

Administrative Portfolio

Administration ~270 FTE

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol WOSB

Public Affairs 8(a) Direct Award <10 FTE

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

Please Note: This slide provides an update to Industry Day #2, slides 15 and 22 based on current MDA plans. This version updates set-asides and NAICS codes to facilitate industry teaming activities. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**



Advisory and Assistance Services

- **Types of services include:**

- Systems Engineering and Technical Assistance (SETA) Support
- Test Planning Support
- Acquisition and Contracting Advisory Services
- Business and Financial Management Services
- Administrative Support Services
- Warfighter Support and Infrastructure Planning Services
- Quality Assurance Support Services
- Security and Intelligence Support Services

- **TEAMS Next (Formerly TEAMS) Program covers all A&AS Services**

- Provides both prime and subcontracting opportunities for Small Businesses
- Possible teaming opportunities



Marketing to MDA

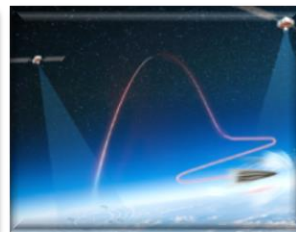
- Register in the MDA Small Business Directory (www.mda.mil)
- Meet with the MDA OSBP first before other offices in the Agency
- No “one size fits all” – tailor your marketing literature to the prospective customer
- Target your market within the Agency and do your homework (mission/environment/ “landmines”/ “hot buttons”) of prospective customer
- Differentiators count (what separates you from other great performers?)
- Don’t try to be everything to everybody- never promise more than you can deliver
- Respond to sources sought and “answer the mail”
- You translate the relevancy of your Past Performance-don’t expect your prospective customer to do it
- Don’t discount the value of subcontracting opportunities- they can get you in the front door
- Nothing sells like great performance!



Summary – MDA Lines of Effort

In Support Of The National Defense Strategy

- Build **Warfighter** confidence through focus on **readiness and sustainment**
- Increase engagement **capability and capacity** to outpace emerging threats
- Increase **speed of delivery** of new capability to address the **evolving threat**



**Today's Missile Defense System Meets Today's Threat
but Requires Additional Capacity and Advanced Capability
to Outpace the Evolving Threat**



MDA OSBP Websites

U.S. DEPARTMENT OF DEFENSE
MISSILE DEFENSE AGENCY

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MDA MISSION

The Missile Defense Agency's (MDA) mission is to develop, test, and field an integrated, layered, ballistic missile defense system (BMDS) to defend the United States, its deployed forces, allies, and friends against all ranges of enemy ballistic missiles in all phases of flight.

NEWS

October 3, 2016 [Missile Defense Agency Conducts Distributed BMD Ground Test](#)

July 21, 2016 [MDA Opens Missile Defense System Data Terminal at Fort Drum \[Photos\]](#)

July 19, 2016 [James N. Miller Receives Ronald Reagan Missile Defense Award](#)

May 25, 2016 - The Missile Defense Agency and U.S. Navy sailors aboard USS Hopper (DDG 70) successfully conducted two developmental flight tests of the Standard Missile-3 (SM-3) Block 1B Threat Upgrade guided missile on May 25 and 26 off the west coast of Hawaii.

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